

## **Angela Zaydon Bio**

Angela Zaydon is a government affairs professional and lobbyist. She is experienced in health care issues, pharmaceuticals, property and casualty insurance, manufacturing, and business issues. She has a proven track record for passing legislation and has built and maintained relationships with legislators across the country.

Angela has worked in the cannabis industry for several years in the government affairs arena. She fosters and maintains relationships with governors, elected officials, and key regulators in several states and the federal government. She joined Trulieve, a vertically integrated multi-state operator in 2022 as the Government Relations Manager. She provides analysis and insight as to industry initiatives and trends, provides internal strategic guidance related to external affairs, and implements policies and procedures that align with the passage of new legislation and regulations.

Angela has held several positions within Pennsylvania government, beginning with the House of Representatives, Majority Chief Counsel's office, the Office of General Counsel, State Police Headquarters, and the Office of General Counsel, Department of Corrections under Governor Tom Ridge, and the Office of Attorney General in the Legislative Affairs Office under Attorney General Mike Fisher.

Angela holds a Bachelor of Arts degree in Political Science with a minor in Business Administration from Canisius College, Buffalo, NY. She obtained her Juris Doctor from Widener University School of Law, Harrisburg, PA.

**TESTIMONY**  
**HOUSE HEALTH SUBCOMMITTEE ON HEALTH CARE**  
**FEBRUARY 5, 2024**  
**INFORMATIONAL MEETING ON ADULT USE CANNABIS**  
**SUBMITTED BY ANGELA ZAYDON**  
**GOVERNMENT RELATIONS MANAGER**  
**TRULIEVE**

Good morning. My name is Angela Zaydon, and I am the Government Relations Manager for Trulieve. Trulieve is an industry leading, vertically integrated cannabis company and multi-state operator in the U.S. We currently operate 192 retail dispensaries in 9 states, and multiple dispensaries, cultivation and processing facilities in Pennsylvania. By providing innovative, high-quality products across our brand portfolio, Trulieve delivers optimal patient and customer experiences. In addition, our experience in other states enables us to offer suggestions and comments to state legislators and regulators so that they are aware of best practices in other states. Based on our experience in other adult use markets, we believe that Pennsylvania has the opportunity to create a robust adult use market that is business friendly, retains the medical market, provides adult use customers with premium options and generates tax revenue for the Commonwealth. We look forward to working with you throughout this transition into the adult use arena.

I would like to thank Chairman Frankel and Chairwoman Rapp, as well as the members of the House Health Committee and their staff, for the opportunity to discuss adult use cannabis in Pennsylvania.

**Infrastructure**

Pennsylvania currently has 177 dispensaries across 59 counties and more to come online with the most recent changes in the law. Adult use implementation also has the opportunity to address underserved areas. Cannabis should only be sold in dispensaries that are licensed and regulated by the Commonwealth. The current dispensary infrastructure is the best way to add an adult use

### **Business Practices**

No artificial distinctions should be made between medical and adult use cannabis products. In all cases, these products are made and tested to the same standards. The only distinction between medical and adult use cannabis should exist at the point of retail sale, where the purchaser is either verified as a registered patient by showing a valid medical card or an adult use consumer, by showing a valid government issued identification. No other distinction should be made to the consumer at the point of sale. In addition, there should not be any different entrances, obstacles, checkout lines, or hours of operation that would differentiate or single out a patient from an adult use consumer. Historically medical patients have not been negatively affected by adult use sales, and we have seen medical programs continue to successfully operate after adult use implementation. Of course, medical patients should continue to enjoy a zero-sales tax policy, which would only be recognized at the point of sale back end. All cannabis products should be cultivated, manufactured, and distributed in the same way throughout the same supply chain.

Cannabis businesses should be treated the same as other businesses in Pennsylvania. Normal business practices should be allowed for cannabis, such as advertising, tax code allowances, and consumer marketing such as sales, loyalty rewards, and company merchandise. Obviously, a tax structure that is not too high or too low is important to the industry and the consumer in order to slow the illicit market, retain sales and generate revenue for the Commonwealth while allowing the industry to grow.

### **Local Government**

Municipalities should not be able to opt out of currently licensed facilities. Many local municipalities have ordinances to protect against over saturation, but they should not be allowed to prohibit or restrict adult use sales. To reduce the illicit market, municipalities should not be allowed to refuse or delay currently licensed medical dispensaries the ability to convert to adult use. Research in other states supports the model of automatic conversion of medical dispensaries to adult use dispensaries.